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HEARINGS  
*of tobacco men*

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BEFORE THE

COMMITTEE ON AGRICULTURE

OF THE

HOUSE OF REPRESENTATIVES,

WEDNESDAY, JANUARY 9, 1901,

ON THE

AGRICULTURAL APPROPRIATION BILL.

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WASHINGTON:

GOVERNMENT PRINTING OFFICE.

1901.



## AGRICULTURAL APPROPRIATION BILL.

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COMMITTEE ON AGRICULTURE,  
*Wednesday, January 9, 1901.*

The Committee on Agriculture this day met, Hon. James W. Wadsworth in the chair.

The Committee on Agriculture, having under consideration the agricultural appropriation bill, this day heard the following gentlemen on the subject of experimental tobacco stations:

### **STATEMENT OF MR. JOHN R. YOUNG, OF PHILADELPHIA, PRESIDENT OF THE CIGAR LEAF TOBACCO BOARD OF TRADE OF THE UNITED STATES.**

MR. CHAIRMAN AND GENTLEMEN OF COMMITTEE ON AGRICULTURE: One of the great principles upon which our Government was founded was that it should be a Government of the people and for the people, and no better evidence is needed that the edifice of our Government still rests on this foundation than the fact that each succeeding Congress endeavors by legislation to advance the interests of the people, and to the present Congress more than the ordinary amount of credit is due, in that it has considered and solved more serious problems than has any other Congress for over thirty years.

Of all the committees of the House of Representatives none is in closer touch with the people than is your honorable committee, and your deliberations and actions are more closely watched than perhaps even yourselves know, for the results of your work affect the interests of a larger number of your fellow-citizens than do those of any other committee. That this is so needs no argument, for it is an accepted fact that the agriculturists and those engaged in the handling or manufacture of their product comprise a large majority of our population.

The Cigar Leaf Tobacco Board of Trade of the United States, which I have the honor to represent, is an organization whose membership comprise all the packers and dealers in cigar leaf tobacco in the United States; hence we are peculiarly your constituents, for we handle and bring to market the product of the tobacco grower, and it is in their interest as well as the manufacturers and our own that we appeal to you for assistance at this time, feeling sure that you appreciate fully the importance and magnitude of our industry.

For the past few years we have watched with the greatest interest the work of the Division of Soils in bringing the scientists of the Department to the aid of the growers by showing them in what sec-

tions the best tobacco can be grown and also by what method the best results can be obtained. That the growers have gladly accepted this aid is evidenced by the fact that such results have been obtained as to astonish all of us. More especially is this true of the results obtained in Florida and Connecticut in the effort to grow tobacco equal in quality, texture, and color to the product of the island of Sumatra, of whose product we import 7,000,000 pounds and pay the foreign producer \$6,000,000 annually. This should go into the pockets of the American farmer, and it will go there if your honorable committee will continue to ably support the Secretary of Agriculture in his efforts to bring about this result.

The entire tobacco industry is financially interested in the continuance of the work of the Division of Soils, because they have demonstrated on a small scale, but to our entire satisfaction, that Sumatra tobacco of exceptional character can be grown in the Connecticut Valley, and if there, then also in New York, Wisconsin, and Texas; and the membership of our organization propose to use their capital in the development of this industry, provided the Department will continue to direct the operations until the growers become familiar with the methods used and the business put upon a sound financial basis.

In addition to the work being done in Connecticut we recognize as of equal importance that now being done in Pennsylvania in the effort to prevent what is known as "black rot" in tobacco—a peculiar condition which has cost the growers and packers large amounts of money during the past few years. That this can be prevented has already been demonstrated, and, in addition, the fact has been demonstrated that by improved methods of fermentation a quality of tobacco can be produced in Pennsylvania and Ohio the equal of the Cuban product.

To obtain these results we must depend on the Secretary of Agriculture continuing the support he has always given our industry, but we also plainly see that his ability to do this depends entirely on the willingness of your honorable committee to make such recommendations to Congress regarding the salaries of the men now engaged in the work as to retain their services, as well as to secure others who are equally competent. In order to do this it is necessary to have the statutory limit as to salaries removed or increased, and it is for that purpose that we appeal to you, believing that you will see the necessity for such action, and also that it can be safely left to the Secretary to adjust the salaries equitably. Business men and corporations pay larger salaries than are allowed under the statutory limitation, and it is unreasonable to suppose that the Department can secure the services of competent men unless this limitation be removed, for the Government must be willing to pay the same salaries as are being paid by others. We appreciate that it is beyond your power as a committee, unaided, to change the existing conditions, but we believe that if you will make such recommendations to Congress as will bring about the desired result, such recommendations will have the support of the majority of the members of the House.

Our presence here to-day is evidence of the fact that we fully appreciate the importance to our industry of the results obtained through the work of the Department, and we desire to strongly impress on your minds the absolute necessity of a continuance of the work along the same lines, so that the people may reap the benefits of the work already done and the money already expended.

If Congress will consent to legislate as we recommend, to whom will the benefit accrue? My answer is, to the majority of the citizens of the United States, and not to any special few; for I repeat what I said at the beginning, that I plead the cause of the agriculturist as well as the dealer and manufacturer.

I now leave our cause with your honorable committee, hoping that you will, after mature consideration, decide to make such recommendation to Congress as will secure the desired results, and that in so doing you will see that you are subserving the interests of not only your own constituents, but that larger constituency, the people of the United States.

In addition to that, Mr. Chairman, I would like to call attention to the fact, of which I presume you are all aware, of the immense amount of money paid the Government by our industry. It foots up the enormous sum of \$52,093,207 in receipts during the fiscal year ending June 30, 1899, an increase over the previous year of over \$16,000,000.

Mr. ALLEN. From the cigar manufacturers?

Mr. YOUNG. From the entire tobacco industry exclusive of customs. Of course customs do not enter into this. In regard to customs, I had some figures on that which I used once before, I think.

Now, Mr. Chairman and gentlemen of the committee, Mr. Cullman, president of the New York Tobacco Board of Trade, desires to be heard.

Mr. ALLEN. Are you familiar with the analysis of the soil conducive to the production of this tobacco of which you speak?

Mr. YOUNG. No, sir; not scientifically. I am a thorough tobacco man and have been in the tobacco business all my life, but I am not a scientist.

Mr. Cullman is president of the New York Tobacco Board of Trade, and he is one of the largest packers and dealers of domestic tobaccos.

#### STATEMENT OF MR. JOSEPH F. CULLMAN, PRESIDENT OF THE NEW YORK TOBACCO BOARD OF TRADE.

MR. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: There is but little I can add to that which the president of the Cigar Leaf Tobacco Board of Trade of the United States has stated further than to say that it has been my privilege to see and examine quite some of the tobacco raised at the experimental station in Connecticut, and take great pleasure in stating that the results achieved there have been phenomenal and a great and pleasant surprise to all who have seen the tobacco. I have shown the tobacco to a great number of dealers and manufacturers, and without exception all have been enthusiastic over the results. The Department has certainly been doing very valuable work on methods of growing Sumatra tobacco in Connecticut, and on the fermentation of both Connecticut and Pennsylvania leaf to avoid damage. I firmly believe that if the experimental work is continued under the guidance of experts, and the work is extended, growers will be induced to raise this new product to quite an extent, and that we will not only find an immense demand for the product for home consumption, but that there will also be a good foreign demand for same, with far greater remunerative results to the farmers. At the present time our exports of cigar leaf are confined mainly to the very lowest classes of tobacco.

The experiments of growing Sumatra leaf in the Connecticut Valley have convinced me that it can be grown successfully in New York State, Pennsylvania, Wisconsin, and other tobacco-raising States; but the tobacco industry can not be intelligently developed without tobacco experts, and such experts can not be secured at the statutory limitation of salary, or under from \$4,000 to \$5,000 per annum.

I sincerely hope that you will give this matter your support, in order that this great commercial enterprise may be properly developed, and that the Secretary be allowed to give such salaries as may be necessary to secure and retain thoroughly competent tobacco experts.

The CHAIRMAN. How much ground have they experimented on in Connecticut?

Mr. CULLMAN. I believe only one-third of an acre.

The CHAIRMAN. And I think in conversation with me you stated the cost per acre would be about \$250?

Mr. CULLMAN. The additional cost would be about \$250 per acre for the shade, but that would be only for the first year, as the shade would probably last for five years.

The CHAIRMAN. You mean the framework?

Mr. CULLMAN. Yes. The rest is cheese cloth, which can be applied at any time. They have shown that by curing tobacco under shade it was free from fleas, worm holes, and a great protection to the tobacco from hail and frost.

The CHAIRMAN. You say "fleas;" you do not mean the ordinary fleas?

Mr. CULLMAN. Unfortunately, our tobacco suffers from flea bites.

The CHAIRMAN. I thought the smell of tobacco would keep them away?

Mr. CULLMAN. They seem to be very fond of the tobacco.

The CHAIRMAN. What would be the increased value of an acre of tobacco?

Mr. CULLMAN. In Connecticut tobacco, upward of 100 per cent. I believe the tobacco which is raised at the experimental station last year sold at 71 cents a pound.

The CHAIRMAN. And the ordinary product sells for about 20 cents?

Mr. CULLMAN. I think a fair statement of the ordinary tobacco would vary from 16 to 20 cents a pound.

Mr. HENRY. Have you been at Poquonock?

Mr. CULLMAN. Quite a number of times.

Mr. HENRY. Did you see the tobacco growing?

Mr. CULLMAN. Not this tobacco; but I have seen tobacco growing there.

Mr. HENRY. Not this present crop. Were you there during the curing process?

Mr. CULLMAN. No, sir.

Mr. HENRY. Do you think that process of curing is likely to be successful?

Mr. CULLMAN. Unquestionably.

Mr. HENRY. Now, in regard to the quality of tobacco that was grown there, how does it compare with the Sumatra leaf?

Mr. CULLMAN. It is infinitely better than Sumatra, as far as quality is concerned—infinately better.

Mr. HENRY. There was a feeling when I was there that the tobacco had been picked a little too soon?

Mr. CULLMAN. There were a few samples submitted which indicated

the tobacco was picked in a rather unripe condition, but the result on the whole was something phenomenal; we never expected such a result.

Mr. HENRY. You regard the color as fine?

Mr. CULLMAN. Fine; it is successful in every particular.

Mr. HENRY. That means the saving of a year's time in curing the tobacco?

Mr. CULLMAN. Yes, sir; not only the saving of a year's time in curing the tobacco, but they do not run the risk of the tobacco being damaged from mold, as we frequently have.

Mr. HENRY. In other words, it insures—

Mr. CULLMAN. It insures the crop.

Mr. BAKER. How much of an experiment do you contemplate in this appropriation you ask?

The CHAIRMAN. Probably I can answer that by saying that they want to make the experiment in a great many different States.

Mr. CULLMAN. There is no doubt in my mind there is opportunity to secure good results in New York State, Pennsylvania, and Wisconsin, which are practically the large tobacco-growing States that raise cigar-leaf tobacco.

Mr. DAHLE. For instance, in Wisconsin our experimental station is Madison in our tobacco district there. Would you recommend that an expert be employed to stay at that exclusive station?

Mr. CULLMAN. It is not necessary for an expert to be confined to one place. A few experts could travel about and watch the developments of the tobacco in various districts, and it would be better.

Mr. DAHLE. Would you, then, recommend the engaging of such experts to be traveling around rather than put an expert at one place?

Mr. CULLMAN. I think one expert could safely conduct the growth of tobacco at least in two tobacco-growing States such as Connecticut and New York, Pennsylvania and Ohio, and another, say, in Wisconsin.

Mr. DAHLE. And let the experiments be carried on in the country with the farmers who are now raising tobacco or by the experimental farm at the university?

Mr. CULLMAN. I believe the only way you can achieve good results is for it to be carried on by the Agricultural Department experts, who shall instruct the farmers as to what results they achieve.

Mr. DAHLE. And probably by small experiments carried on by the various farmers?

Mr. CULLMAN. By the various farmers, to instruct them.

Mr. HENRY. Have you met Mr. Du Bon?

Mr. CULLMAN. Yes.

Mr. HENRY. He has planted very much tobacco, and he is entirely capable, after a little instruction, to experiment, and so every tobacco grower who understands the method of handling tobacco, after the first few instructions, could do this work without the advice of an expert?

Mr. CULLMAN. Unquestionably. They only need to be shown what can be achieved.

Mr. HENRY. I assume now that after a year Mr. Du Bon could go forward and grow that crop of tobacco himself as well as the experts; that after another year Mr. Du Bon and others would be experts?

Mr. CULLMAN. Unquestionably.

Mr. HENRY. In other words, it is not necessary to employ an expert indefinitely?

Mr. CULLMAN. Only until they have become sufficiently practically instructed.

Mr. DAHLE. Where can such an expert be obtained?

Mr. CULLMAN. Well, he can only be gotten from tobacco experts who are thoroughly familiar not only with the raising of tobacco, but with the fermenting of tobacco—the curing and fermenting of tobacco.

Mr. DAHLE. Whereabouts would you suppose such a man could be gotten?

Mr. CULLMAN. The Agricultural Department is better able to answer that question than I am. They have at the present time in the employ of the Agricultural Department a very efficient man who is probably as competent a person as the Department has ever been able to secure, but they can not employ these experts at the statutory limitation, which I think is \$1,000 or \$1,200 a year, because the commercial houses would be only too glad to pay them more.

Mr. WILLIAMS, of Mississippi. There is no statutory limitation.

The CHAIRMAN. The question of employing a subordinate at a higher salary than the chief is the question involved.

Mr. ALLEN. Have you any knowledge or belief that this tobacco can be grown in Kentucky?

Mr. CULLMAN. I do not know that the raising of cigar leaf tobacco has ever been tried in Kentucky.

Mr. ALLEN. Are you familiar with the growth of the Burley tobacco? Would the soil that produces that be sufficient to produce this character of tobacco?

Mr. CULLMAN. I think it would to some extent. We have, for instance, a certain county in Ohio where they used to raise Burley tobacco (Clairmont County), where they have been raising cigar leaf from Habana seed in the last few years.

The CHAIRMAN. How long will that seed last in this country? Do you have to get new seed continually, or will the seed hold its properties in this climate?

Mr. CULLMAN. The seed will hold its properties here.

Mr. YOUNG. I now ask you to hear Mr. Walter G. Wilson, secretary of the Philadelphia Cigar Leaf Tobacco Board of Trade.

#### STATEMENT OF MR. WALTER G. WILSON, SECRETARY OF THE PHILADELPHIA CIGAR LEAF TOBACCO BOARD OF TRADE.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: The Philadelphia Leaf Tobacco Board of Trade have taken great interest in the matter of the development of our domestic cigar leaf as it is now being conducted by the Government, and have watched carefully their actions, both as regards the growing and curing of goods that can be made to take the place of imported tobacco.

The samples of tobacco grown in Connecticut, especially of wrapper leaf, have been submitted to our board, and we are unanimously of the opinion that both in the Sumatra and domestic grades that were produced, these were the finest ever seen. The Sumatra style, especially, was submitted to actual tests for burn, yield, and colors, and in every case far excelled the imported article, while in the domestic grades the goods raised under Government direction were far above the best of those produced in the ordinary way. It is not our place to dilate upon and show the greater profit to the farmer by adopting the

methods laid down by the Government, but we believe that the Government should do all in its power to foster, protect, and improve all the products of this country; and if it can be done so well in this case it can be done in others, and the benefit to the grower, dealer, and manufacturer we feel is so great that I have been directed to present you the following resolutions as adopted by us, and to earnestly but respectfully urge that you take some action in accordance with the spirit of the same.

Now, Mr. Chairman and gentlemen of the committee, this resolution was adopted at the meeting of the entire board, which comprises all the dealers in cigar-leaf tobacco in Philadelphia:

Whereas the United States Department of Agriculture has been conducting investigations in the production of new varieties of cigar-leaf tobacco and in improved methods of cultivation, curing, and fermenting, the results of which promise to be of immense value to the growers, dealers, and cigar manufacturers; and

Whereas the Secretary of Agriculture, in his report to the President, states that he is unable under the present organization of the Division of Soils and the low statutory salaries, to secure and retain the services of competent tobacco experts, as he can not pay the salaries which they receive from business men and private corporations: Therefore, be it

*Resolved*, That we heartily approve the work of the said Department and earnestly wish that Congress and the Secretary of Agriculture extend these investigations and carry them to the highest possible degree of efficiency; and

*Resolved, further*, That we urge the absolute necessity of securing and retaining the services of thoroughly competent tobacco experts, men in whom we may have confidence, at such salaries as are paid by business firms and corporations.

*Resolved*, That the Cigar Leaf Tobacco Board of Trade of the United States, through their executive officers, be requested to take such action in the premises as they may deem wise and expedient.

I only want to say this in relation to the test that was made, that the Agricultural Department sent to myself, as an official of the board, a number of pounds of samples of their goods which were raised in Connecticut. I took personally the Sumatra end of the string, and gave several hands to one of the largest cigar manufacturers in the city of Philadelphia, and had them use them in the regular way to make up their cigars as made regularly. They brought them over to me, and upon inquiry they pronounced it, as Mr. Cullman has said, superior to Sumatra tobacco both in color, yield, and burn.

The CHAIRMAN. What did you say—"burn?"

Mr. WILSON. That is, it burns clear and white. There was no black ash to it. It did not have, as Sumatra frequently has, a little black rim around it, but it burns absolutely clean and clear and white as that piece of paper.

Mr. HENRY. How was the flavor?

Mr. WILSON. It was fine. The only criticism that might be made was that some was a little green. The colors had not been set, and it was right out of the fermenting; but that would be remedied by simply a little more time, which would allow it to cool off. In other words, such stuff was almost hot when they got it.

Mr. WILLIAMS, of Mississippi. One question before you sit down. When your association adopted this resolution, was it aware of the fact that the Secretary of Agriculture has now full power to pay such salaries as he may deem just and proper to such experts?

Mr. WILSON. They were not.

Mr. YOUNG. Perhaps I can answer that question a little better. I explained to the members of the board before you came in what this statutory limitation was.

Mr. WILLIAMS, of Mississippi. There is no statutory limitation.

Mr. YOUNG. I mean so far as chiefs of bureaus are concerned.

Mr. WILLIAMS, of Mississippi. But chiefs are not tobacco experts.

Mr. YOUNG. I understand; they are chiefs of divisions. I explained to the board and they understood that, but the point to us seems to be that a chief of a division is never willing to pay salaries larger than his own.

Mr. WILLIAMS, of Mississippi. Do you not think if we found a chief of division who was not willing to execute either the letter of the law or the spirit of the law, and hire men at sufficient salaries to do work, simply because it would give them a better salary than he would have, that we would remove him?

Mr. YOUNG. You understand it is simply an expression of my opinion.

Mr. HENRY. Allow me to say that Professor Whitney is entirely willing.

Mr. YOUNG. I am perfectly satisfied of that. I am perfectly satisfied that Professor Whitney is willing to do it, perfectly willing, and I think he is one of the men entitled to larger compensation for the work he has already done.

Mr. WILLIAMS, of Mississippi. That may be, but he will be entitled to it upon his own merits.

The CHAIRMAN. Is Professor Whitney a tobacco expert?

Mr. YOUNG. I think not.

The CHAIRMAN. We understand he is not.

Mr. YOUNG. I think not.

The CHAIRMAN. He is an expert on soils?

Mr. YOUNG. He is a scientist, but the aid he has given the tobacco experts is very great.

Mr. WILLIAMS, of Mississippi. You understand I want to make this clear for the record which is now being taken. First, that the Secretary of Agriculture has power now to employ tobacco experts at whatever he considers a fair salary. There is no limitation upon him.

Mr. YOUNG. That is right.

Mr. WILLIAMS. Secondly, if a chief of division deserves and merits a larger salary than he now receives, that the committee will consider, and if it thinks so will give it, but not because a tobacco expert deserves more—

Mr. YOUNG. I see the point you make.

Mr. WILLIAMS. Or some expert in his employ deserves more.

Mr. HENRY. Allow me to say that these experiments have been watched very carefully and under the close supervision of Professor Jenkins of the State experimental station, and while he was not a tobacco expert he is very fast becoming one. He is one of the brightest scientific men we have in the country, and undoubtedly he is informing himself of all the technical points.

The CHAIRMAN. This can be learned very quickly after a little experience; any bright tobacco man can learn it.

Hon. A. S. BURLISON (a Representative from the State of Texas). Mr. Chairman and gentlemen, as I understand the difficulty, it is not Professor Whitney is unwilling to see these experts get a larger sum, but that the Secretary of Agriculture is unwilling to pay these experts a larger sum than being paid the chief of that division. Now, I know little about tobacco culture, but I do know there is a large number of tobacco agriculturists in Texas who are deeply interested in seeing

these experiments carried out as recommended by the chief of the division, as well as by the Secretary of Agriculture, and if we can obviate this difficulty by increasing the salary of the chief of the division, as well as the expert, I am perfectly willing to see the increase, as far as I am concerned; but of course you gentlemen know whether it should be done or not. I suggest they reorganize a division in some way; but what I am most interested in is on behalf of the tobacco agriculturists of Texas to see these experiments made, in order that the farmers may be taught how to carry out the process of fermentation, so it can be properly cured. I understand when this is properly done and these experienced tobacco experts are sent to Texas that the tobacco crop of Texas can be increased \$8,000,000 to \$10,000,000. There are a large number of agriculturists engaged in the tobacco industry, and I want to manifest my interest in their behalf, and to state that there should be some way pointed out by this committee how this great good could be accomplished.

The CHAIRMAN. I think I can assure the gentleman that the Secretary of Agriculture will take care of the salaries; we had a consultation the other day, and there will be no difficulty about it. It is much better to allow him to have leeway about arranging it. He is a hard-headed Scotchman, and he will take care of it, and he is in entire sympathy with this movement. It is very difficult for this committee to break up the present organization of the Agricultural Department in part. We have either to go from top to bottom and reorganize the divisions or leave it alone as it is at present. Now, a division chief through all these divisions has so much salary. If you advance one, all the other chiefs immediately want to be equalized up; no one wants to be equalized down; and that is the difficulty we have to meet with.

Mr. YOUNG. With your permission, as you have heard the gentlemen representing the cigar leaf-tobacco industry entirely, I want you to listen to Mr. Cunningham, of North Carolina, who is president of the State board of agriculture, and is also one of the largest growers of tobacco for manufacturing purposes in the United States.

#### STATEMENT OF MR. JOHN S. CUNNINGHAM, OF NORTH CAROLINA.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: I do not know that I can add a great deal to what these other gentlemen who have preceded me have already said to you. I think it is very important indeed to have the very best men we can get in the country. I have been a tobacco grower all my life and my people were before me, and I find that it always paid me to employ the very best men I could get. I have looked into this matter of these departments here at Washington and I find that the men engaged in the Agricultural Department are probably paid less salaries than those of any other in the Government. In fact, I talked with a number of these men about it, and I want to call your attention to a few facts which I got from the Danville market.

The Danville market is probably the largest loose bright-leaf tobacco market in the world. In 1875 the average tobacco on the Danville market was 20.45; in 1880 the average was 11.38; in 1886 the average was 9.41; in 1894 the average was 6.22; in 1898 the average was 7.81; in 1899 the average was 6.65, and in 1900 the average was 6.74. I just want to call your attention, gentlemen, to the fact how much the price has gone down in the last twenty years.

The CHAIRMAN. To what is that due?

Mr. CUNNINGHAM. I think it is due in a great measure—I was speaking of it to some tobacco men in Danville the other day—to the quality of the tobacco.

The CHAIRMAN. Not to the quantity of the tobacco—production?

Mr. CUNNINGHAM. I think it is, too. I think the tobacco growers for the last two or three years, from my information, have reduced production on account of the low price. I suppose these gentlemen from Maryland and Pennsylvania can tell you that they have largely reduced the number of pounds grown in those States. I understand that in Lancaster County, Pa., probably one of the best tobacco counties in the United States, where the tobacco growers prospered and probably made more than in any other county in the United States, they have reduced their acreage and production considerably on account of the low price. There are a good many causes. One of the gentlemen who spoke a few moments ago spoke about fleas on tobacco. We call them in North Carolina “flea bugs.” I think this Department here could find out and inform the farmers how to prevent that, in a great measure, and aid them in many other ways. Another point which some of you gentlemen inquired into a few moments ago was in regard to the report of the Commissioner, and he says in that report:

This year already three valuable workers have been lost to the Department, one having gone into the service of a foreign government and two others attracted by educational institutions. The difficulties attending the successful prosecution of our tobacco work for similar reasons have already been spoken of. The only remedy is for Congress to put it in my power to exercise a wider discretion in the matter of salaries to those intrusted with responsible positions in this Department—positions calling for not only scientific attainment, but for administrative ability, energy, good sense, and a wide knowledge of economics and agriculture.

I think that answers the question that one of you gentlemen inquired of a few moments ago.

The CHAIRMAN. But the committee would claim that a man who goes out of the Department and goes to an American institution is not lost to the country; he is educating somewhere else.

Mr. WILLIAMS, of Mississippi. These men referred to as having been lost to the Department—one having gone into foreign service and the others into educational institutions—were not tobacco experts nor field experts of any sort. They were salaried officers in the Department here and had nothing to do with the work of this sort except as chiefs of divisions to supervise, superintend, and inaugurate.

The CHAIRMAN. The fact is, we have what we call student assistants there now, who work at very low rates and who simply take what might be called a post-graduate course and then leave and go out to the experimental stations and colleges, and they are not lost to the country. You infer that they are lost from Secretary Wilson's remarks, but they are not.

Mr. CUNNINGHAM. There is another point I should be glad for you to take into consideration, and that is the enormous tax levied on account of tobacco. I suppose we pay in different ways over \$50,000,000 revenues to the country. Corn, wheat, cotton, and those things have advanced considerably, and as you all know cotton has almost doubled what it was formerly; the country is in a prosperous condition in all lines; railroads, banks, and everything connected with the Government of the United States are prosperous except the tobacco growers.

Mr. ALLEN. Who pays that tax ultimately?

Mr. CUNNINGHAM. Some say the consumer, and the consumer does to a great extent, but when the tobacco tax is increased the raw material always goes lower.

Mr. ALLEN. If your purpose is accomplished, do you think that will reduce the price to the consumer?

Mr. CUNNINGHAM. I do not know, unless Congress reduces the tobacco tax. It will give a better article, and I think that is one of the great troubles in our State—the quality of the tobacco.

Mr. ALLEN. If you get a big product here and get rid of the tax by reason of the import of this tobacco, do you think it can be put to the consumer cheaper?

Mr. CUNNINGHAM. I think so; yes, sir. But every time the tobacco tax is raised the product of the raw material goes lower. I do not know that I can exactly say why it is, but I know that it is so from a practical standpoint, because I sell so much of the article.

The CHAIRMAN. What is the value of the North Carolina product?

Mr. CUNNINGHAM. Danville is possibly the best index, as it is only 3 miles from the line, and the average price was 6.74 last year.

The CHAIRMAN. I mean the total value of the output of tobacco from North Carolina. Can you give us figures on that?

Mr. CUNNINGHAM. Yes, sir. I believe that the receipts for the State were 80,000,000 pounds, which averages about 7 cents, which would be about \$6,000,000.

The CHAIRMAN. Is the agricultural experimental station doing anything to help you?

Mr. CUNNINGHAM. Yes, sir. We have test farms there now; several in the State.

The CHAIRMAN. So they are doing some work along that line?

Mr. CUNNINGHAM. Yes, sir. Our State chemist is president of the State Chemist Association of the United States, and he is doing everything he can. We have established two farms and propose to establish several others, and we aid the Department in every way we can. Our State and our agricultural department has done everything we could to aid the Department here in Washington, and our exhibit of tobacco was considered the second best in the United States at the Paris Exposition. I had the honor to take the gold medal there on bright wrappers and mahogany wrappers, the two best grades grown. I think you gentlemen would act very wisely in doing this, and it would meet with the approbation of not only the farmers and tobacco growers of the tobacco States, but of the other States. We all ought to work in accord in order to try to help one another.

I am very much obliged to you, gentlemen.

Mr. YOUNG. We have no further figures.

The CHAIRMAN. I suppose for practical results one-third of an acre for experimental purposes is sufficient?

Mr. YOUNG. Ample.

Mr. CULLMAN. The object being to teach the farmers.

The CHAIRMAN. How many years do you think it will take to put this thing in proper shape to educate these people?

Mr. CULLMAN. I think it will take quite a number of years. The farmers first will probably try a quarter of an acre, the following year half an acre, and so along for several years.

The CHAIRMAN. The reason I ask is, when you first start a movement it runs on forever.

MR. DAHLE. One of the gentlemen told us about the possibility, in some instances, that a couple of States might get along with the same experimenter. Now, for instance, in the case of Wisconsin, would you not suppose we need one man alone, or how about that, taking into consideration our situation, how far we are from other States that might be beginning work along the same line?

MR. CULLMAN. That is true. The area is very large in which tobacco is raised in the State of Wisconsin, but I believe one tobacco expert for the States of Wisconsin and Ohio would be sufficient. In other words, I mean to say he is not required to give his undivided attention to any State at one place, but he must be at one place from time to time to watch progress and give instructions.

MR. YOUNG. Not to take up any more of your valuable time, we have submitted from New York samples of these tobaccos to several manufacturers, and we have two or three letters which we have received from those men who have worked the tobacco up, and consequently they know exactly what it is.

ONEIDA, N. Y., *January 2, 1901.*

MESSRS. SUTTER BROTHERS, *New York.*

GENTLEMEN: We received your favor of December 28, in which you say you have sent us samples of Connecticut Habana seed tobacco, also of Sumatra seed which was grown under cover at the Government experimental station, Poquonock, Conn.

We have received the samples and have carefully examined the same and are more than pleased with the Sumatra seed, as it is far superior in every way to the Habana seed, of which you sent us samples. The leaf is much tougher, thinner, finer grain, the burn is excellent, and the tobacco shows good quality. We think the tobacco is an exact counterpart of the Sumatra grown on the Sumatra Islands, and we believe if these experiments would be continued by the Government still better results could be obtained.

We thank you very kindly for submitting the samples to us, as we are always trying to learn all we can in regard to any improvements in tobaccos that are coming up.

Yours, respectfully,

POWELL & GOLDSTEIN.

BALTIMORE, *January 5, 1901.*

MESSRS. SUTTER BROTHERS, *New York.*

GENTLEMEN: Referring to your esteemed favor of December 28 advising shipment of the experimental tobacco raised at the Government station at Poquonock, Conn., and asking for our opinion on same, we beg to state that the tobacco reached us at rather an unfavorable time, as owing to our annual inventory we do not work our hands in the interval between Christmas and New Year; however, promptly on resuming work after the first we have taken the matter up. We find that the sample of Connecticut Habana seed tobacco shows up very well, and we consider such an improvement over any Connecticut Habana seed we have ever heretofore worked, and have no doubt tobacco of this character would find very ready sale in this country.

As regards the Sumatra seed, the sample indicates a tobacco of considerable merit and compares very favorably to the genuine imported Sumatra. The sample, however, owing to its immature condition, being deficient in curing, does not work up as well as would be the case were the tobacco in perfect condition, the colors being as yet unsettled, and, therefore, in the condition as received, does not come up in appearance to the genuine Sumatra. This defect, however, can of course be easily remedied by giving the tobacco the proper attention. As regards the yield and smoking qualities, we consider same of very superior merit. We consider there is a very large field for the development of this tobacco in this country, and if conducted on a commensurate scale would ultimately make the manufacturer independent of foreign Sumatra leaf.

We will be glad to render you any service in our power in promoting this matter, and remain,

Yours, very truly,

KRAUS & Co.,  
Per KRAUS.

CHICAGO, ILL., *December 31, 1900.*

Messrs. SUTTER BROTHERS, *New York City.*

GENTLEMEN: Replying to your favor of the 28th instant, would say that the samples of tobacco raised in the experimental station at Poquonock, Conn., have been examined leaf for leaf. We pronounce the Sumatra very, very fine, and equal to the imported, and in some respects superior. The Habana seed also is very fine and a great improvement over tobacco raised in the old way. There is no doubt in our minds but what Connecticut can grow the finest wrapper tobacco in the world.

Yours, very truly,

SUTTER BROS.

Mr. Henry submitted the following letter:

CONNECTICUT TOBACCO EXPERIMENT COMPANY,  
*Poquonock, Conn., December 20, 1900.*

HON. E. STEVENS HENRY,  
*Washington, D. C.*

DEAR SIR: The tobacco experiments conducted here I believe are of great value to the grower and its industry. The crop of one-third acre grown here this year under canvas yielded 2,000 pounds per acre, and was sold to-day by L. B. Haas & Co. to Joseph Mitchellson, of Milwaukee, for 72 cents per pound, good and poor.

The services of the Department of Agriculture to the grower, and especially of the Division of Soils, can not be overestimated; and the interest which Prof. Milton Whitney has taken in the work is highly appreciated, and I hope you and your honorable committee will do all in your power to amend any statutory law that may prevent the Secretary of Agriculture from continuing this good work.

Yours, truly,

JOHN A. DU BOIS, *Superintendent.*

Mr. YOUNG. I thank you, Mr. Chairman and gentlemen of the committee, for your attention.

Mr. WILLIAMS, of Mississippi. I move that the thanks of the committee be extended to the gentlemen who have appeared before us.

The CHAIRMAN. Without objection that resolution will be considered as adopted.

Thereupon the committee adjourned.



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